

AMENDMENTS TO THE CLAIMS:

This listing of claims will replace all prior versions, and listings, of claims in the application:

1. (Currently Amended) A system for use by a sales administrator for allocating product to a plurality of locations, comprising:

an accounts interface for allowing the sales administrator to define accounts for product allocation, each said account corresponding to at least one said location in said plurality of locations;

a products interface for allowing the sales administrator to define products for allocation among said plurality of locations;

an allocation interface that enables the sales administrator to assign and/or reassign an allocation method for each defined product, the allocation method being at least one of a fixed allocation method, a static allocation method, and a dynamic allocation method;

a computer program that summarizes analysis statistics by allocation method, time and products;

a statistics interface that displays the summarized analysis statistics and enables the sales administrator to perform a historical analysis of product performance by account; and

a computer program that allocates a launch quantity to each account for a new product launch and allocates product to each account for replenishment of a previously

launched product, based on the allocation method assigned to the product and in accordance with a predefined business allocation goal provided by the sales administrator for the plurality of locations.

2. (Original) The system of claim 1, further including a redistribute procedure that uses product availability measures to redistribute the allocations based on product availability and allocation methods used.

3. (Original) The system of claim 1, further including an allocation interface that shows the allocations for a selected product.

4. (Original) The system of claim 3, wherein the allocation interface enables the sales administrator to make manual adjustments to the computer generated allocations.

5. (Original) The system of claim 1, further including a procedure that loads the allocations into an order processing system.

6. (Original) The system of claim 1, wherein the products interface enables products groups to be defined.

7. (Original) The system of claim 1, wherein the accounts interface enables account groups to be defined, and the allocation interface enables an account group to be selected for display of the allocation.

8. (Original) The system of claim 2, wherein the redistribute procedure takes product advertisement information into account when redistributing allocations.

9. (Original) The system of claim 8, further including an interface to an ad planning system which provides the advertisement information to the system.

10. (Cancelled)

11. (Original) The system of claim 1, further including a logging function that enables display of revision history for allocations.

12. (Original) The system of claim 1, wherein the statistics interface displays historical information for related products for use by the sales administrator in making allocation decisions.

13. (New) In a system for use by a sales administrator for allocating product to a plurality of locations, a method comprising:

receiving, via an accounts interface, input from the sales administrator defining accounts for product allocation, each said account corresponding to at least one said location in said plurality of locations;

receiving, via a products interface, input from the sales administrator defining products for allocation among said plurality of locations;

receiving, via an allocation interface, input from the sales administrator assigning and/or reassigning an allocation method for each defined product, the allocation method being either a static allocation method or a dynamic allocation method;

summarizing analysis statistics by allocation method, time and products;

displaying, via a statistics interface, the summarized analysis statistics, the statistics interface enabling the sales administrator to perform a historical analysis of product performance by account; and

allocating a launch quantity to each account for a new product launch and allocating product to each account for replenishment of a previously launched product, based on the allocation method assigned to the product and in accordance with a predefined business allocation goal provided by the sales administrator for the plurality of locations.

14. (New) The method of claim 13, further comprising redistributing, via a redistribute procedure that uses product availability measures, the allocations based on product availability and allocation methods used.

15. (New) The method of claim 13, further comprising showing, via an allocation interface, the allocations for a selected product.

16. (New) The method of claim 15, further comprising enabling the sales administrator to make manual adjustments to the computer generated allocations via the allocation interface.

17. (New) The method of claim 13, further including a procedure that loads the allocations into an order processing system.

18. (New) The method of claim 13, wherein the products interface enables products groups to be defined.

19. (New) The method of claim 13, wherein the accounts interface enables account groups to be defined, and the allocation interface enables an account group to be selected for display of the allocation.

20. (New) The method of claim 14, wherein the redistribute procedure takes product advertisement information into account when redistributing allocations.

21. (New) The system of claim 20, further comprising providing an interface to an ad planning system which provides the advertisement information to the system.

22. (New) The method of claim 13, further comprising providing a logging function that enables display of revision history for allocations.

23. (New) The method of claim 13, wherein the statistics interface displays historical information for related products for use by the sales administrator in making allocation decisions.